



Saville & Chris Inman, Granton, WI

VOLUME 44

**APRIL 2017**

ISSUE 2

# THE HIGHLAND *HoofBeat*

## **NCHCA 2017 Elected Officers and Board of Directors**

Larry Sassen  
President (17-19)  
320-745-2444  
lsjffarm@brainerd.net

Randi Johnson  
Vice President (17-19)  
651-674-7395  
mail@climbingstumpfarm.com

Jan Larson  
Secretary  
262-539-3257  
FTAcsres@tds.net

Billy Johnston  
Treasurer  
651-457-4449  
dalriada@comcast.com

**ACHA Director:**  
Jaime Schulz (17-19)  
507-582-1073  
info@flatlandfarm.com

**NCHCA Directors**  
Lori Engen (17-18)  
262-539-3257  
FTAcsres@tds.net

Ryan Weideman (17-19)  
218-355-0521  
ryan\_otto@hotmail.com

Lara Taylor (17-19)  
507-458-2148  
hairycows@hotmail.com

## **President's Message** – *Larry Sassen, President*

With this issue of the Hoofbeat, we are looking to continue a very exciting year for members of the North Central Highland Cattle Association, after a great annual meeting in February with many new members. For most farms, we are starting a new calving season and preparing fields and pasture to provide for our folds for the coming year.

The sale committee and the board are looking for great participation in our first sale in June and will be waiting to see the results. We are looking for it to be a great success and a start of a major event for years to come. Don't forget to consign your cattle at HighlandSale.org by April 24. Cindy and I are hoping to visit members at picnics this summer, as they have been a source of education and comradery. Contact myself or another Board Member to volunteer to host one of our summer picnics and show off your animals and farmstead. In July, we have A.C.T. camp for the Juniors. In addition, we have Kewaunee County Wisconsin Farm Technology Days. August brings the Wisconsin State Fair and Minnesota State Fair (hope we are in the Moo Booth again), which provide a great place to promote our highlands. September is World Beef Expo, another great show place for our cattle. The NCHCA show will be September 30 in Austin, Minn., and we would sure like to see if we can have an increase over the wonderful show of last year. Thank you Mark!

We are going to have the new 2018 calendar done for the sale this year, Dan tells us that he is always short of warm weather photos, so do not forget to take photos this busy season ahead of us and dig through your files for those warm weather photos for the 2017 calendar. See the article on the NCHCA calendar submission process in this Hoofbeat.

*Happy Highlandin!*

Larry Sassen

**MISSION STATEMENT:** *North Central Highland Cattle Association shall protect the integrity and sustainability of the Highland breed by promoting education and social interactions of its members.*

# Interview of Brandon Volstad

By Maryn Cowell and Courtney Hutson

Brandon Volstad is an 18 year old, high school senior, out of Burlington WI. Brandon recently joined NCHCA as a Junior member.

Brandon first came in contact with highlands by helping out Four T Acres with chores in June of 2015. After getting more familiar with Highlands he was able to help Four T out at the World Beef Expo in September 2015. Since that first experience, he has grown to love the highland breed and pursued getting his own farm name Cheesehead Highlands, and a heifer. In April of 2016, Brandon bought his first heifer, Birdee.

Shortly after the purchase of Birdee, Brandon was able to attend the Minnesota Junior Spring Classic with his new heifer. Since then, he has gone to multiple shows and camps with Birdee across the country. These include cow camp in Mi and just recently NWSS.

Brandon first decided to go to Denver in September of 2016 after discussing the experience with multiple friends. After months of planning his trip, Denver finally arrived! When asked about his first impression of Denver, He says " When I first saw Birdee at the tie outs, I thought 'this is really gonna happen' ". During the length of the week, Brandon experienced a different venue as well as a higher intensity show. He also says " I learned more about my own attitude and my responsibilities as a new highland breeder". When the open show finally came around, Brandon says going into the ring for the first time and feeling like he was representing the highland breed was one of the best experiences of the week.



Brandon says that he enjoyed the juniors from all over the country coming together to have friendly competition, learn their different styles of grooming, showing, conformation, etc. He also says that he was surprised by the number of animals present at Denver. The wider variety of classes were also new to Brandon. After the week was over Brandon learned more about how to present your animal in the ring, conformation of his own heifer, what to look for in a quality highland heifer, prices of highlands and prep for show.

Brandon says that his goals are to eventually run 2 or 3 head of highlands and breed by either rented bull or AI. Right now he is looking forward to a new year of showing Birdee and learning as much knowledge as possible.

## JUST A LITTLE *Reminder*

### AHCA junior program deadlines are quickly approaching!

If you are a junior member wishing to apply for the Highland Cattle Foundation Memorial Junior Scholarship Program or AHCAj Cattleman Award, please have applications in by APRIL 1st! If you are wanting to nominate for the Junior Highland Allegiance Award the due date is also APRIL 1st!

For applications and more info on all programs, please click <http://www.highlandcattleusa.org/viewarticle.aspx?aname=juniornews&hf=junior>.

Any questions please feel free to contact your Junior Leaders:

**Calley Nelson**  
(262) 689-7016  
albeecattleco@yahoo.com

**Emily Poss**  
(308) 235-5005  
eposs1@uwyo.edu

AHCAj



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Josh Krenz  
Princeton, MN

**WINDLAND**  
F L A T S

## Junior Demonstration to Help New Owners at Upcoming HHCA Sale *By Courtney Hutson*

Last year, I had the idea of showing the Heartland Highland membership different ways of gaining an animal trust, how to use a show stick, and what a show consists of. I took the idea to the board of directors and they said sure, run with it. So I did. I had 3 weeks to get my information gathered, prepare an animal, and think of certain topics that might be of interest. I got the permission of Dawn Manthei owner of Maple Hill Highlands. She consigned 3 yearling heifers to the auction and we used all three. We had a run time of 30 minutes so I kept my presentation to 20 minutes and saved the last 10 minutes for any questions. I had 3 people helping me. The owner of Almosta Farm Highlands and junior enthusiast Sue Dyke, a young woman from Iowa who was interested in showing named Melisa, and of course the owner of the heifers Dawn Manthei. We covered as much as possible with the little amount of time we had. I was confronted by people just asking questions. Those that ran the auction applauded the way I spoke and how I

taught with as much enthusiasm even though I was extremely nervous.

I was invited back this year and will be going deeper in to the topics with a sovereign heifer from Beyond Hope Farms in Minnesota. This heifer has been handled extensively; she has gone to shows and camps. I will be diving into the topic of halter handling and trust a bit deeper and touching on show conformation. This will be my second year doing the presentation and I am very excited to teach others what I have learned. You can see my demonstration and all of the cattle from NCHCA consigned to the HHCA sale on April 22 in Missouri. Go to [HHCA.org](http://HHCA.org) for more information on the sale.



### Order Your NCHCA Merchandise Today!



**Go to [NCHCA.org](http://NCHCA.org) to place your order by April 21 to receive in May.**

## WANTED

**Farms to Host 2017**



## Summer Picnics

**Email any of the NCHCA Board Members.**

# Join us for the 2017 Advanced Cow Training Camp!

## Sign Up Forms and More Information on NCHCA.org

The 2nd annual ACT Camp will be held on July 7-9 at Windemere Farm in Junction City, Wisconsin. This is a weekend educational event for juniors ages 8 and up accompanied by a parent or responsible adult; interested adults are welcome to attend also. We will tailor the content to meet the interests and experience levels of the junior participants. You don't need to have cattle experience to attend. All we ask is that you have an interest in learning and willingness to get your boots dirty.



Of course, we'll have some fun, too! Plan on a campfire, a movie "on the barn", crafts, ice cream and other fun activities.

Participants will have the opportunity to work with the cattle and learn from experienced breeders and local professionals. We will do as much "hands on" learning as possible and will make sure to include plenty of time for

fun. Juniors may bring their own halter broken heifer or steer or we will provide an animal for him/her to work with. Remember to dress appropriately for the weather and for working with cattle.

Please plan to arrive after 3 pm on Friday and we will end shortly after lunch on Sunday. There is room on the farm for campers or tents (porta-potty, but no water or electric hookups). If you prefer comfy beds and hot showers, there are hotels in Stevens Point which is about 20 minutes from the farm. Please indicate on the registration form if you will be camping at the farm.

Thanks to the generous support of NCHCA members, there is no cost to attend. Meals and snacks will be provided.

### Topics that we are planning include:

- Understanding how cattle perceive their environment and using that knowledge to work with them safely and effectively
- Evaluating conformation when selecting an animal for your breeding herd or next show calf
- Basics of artificial insemination
- Halter breaking and building trust with your calf followed by the always popular obstacle course
- Cow and calf nutrition

## We need your Registration Forms by June 1.

Your Junior Committee is excited to be planning this event and hope that you will be able to attend!  
Please contact Anne Proctor if you have questions, 715-600-4200 or [windemerefarm@theproctors.com](mailto:windemerefarm@theproctors.com)

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[joan@rosesarabians.com](mailto:joan@rosesarabians.com)  
[www.wetiredacres.com](http://www.wetiredacres.com)



Heather Bailey  
Manager  
**Cobblestone Farms**  
Reg. Highland cattle and beef sales  
N9281 Nature Rd  
Farm-W3456 Little Prairie Rd  
East Troy, WI 53120  
Cell: 262-689-7013  
Farm: 262-594-2542  
[tamarfinnorth@aol.com](mailto:tamarfinnorth@aol.com)  
[cobblestonefarmhighlandcattle.com](http://cobblestonefarmhighlandcattle.com)

# North Central Highland Cattle Association 2018 Calendar Guidelines

Submissions for the North Central Highland Cattle Association 2018 calendar will be accepted through May 1st at midnight CST. This year photos will be judged and selected by graphic professionals. Photos will be selected to provide a variety of seasons and an attempt will be made to limit the number of photos from the same farm.

## Who May Enter:

Members of the NCHCA may submit photos for consideration.

## What to Enter:

The Calendar Committee will be looking for photos that represent the Scottish Highland breed. Photos should not include people or other animals. Photos from different seasons are preferred.



## Use these guidelines when taking, editing and submitting your photos:

- Photos must be in JPG/JPEG format
- Image files should be no larger than 15MB
- Camera images of 8MP (3264 X 2448) or higher (300 dpi or more)
- Images must be in horizontal orientation
- If using a cellphone, verify that the photo meets the specifications before submitting
- Label the file with your name, farm name or farm initials

## How to Enter:

Submit your photos using the upload form on the NCHCA website by May 1st or send a paper photograph to TJ Associates, Attn: Dan Stewart, 6441 140th Court NW, Ramsey, MN 55303.

## Judging:

This year a panel will select the photos for the calendar, and their decisions will be final. Photos not chosen for the calendar may be used in other publications of the NCHCA including the newsletter, website, promotional materials, etc.

## Questions:

The Calendar Committee membership: Larry Sassen, Chair, Heather Bailey, Randi Johnson, Jan Larson, Mary Webster

NOTICE: By submitting photos, members grant rights to the NCHCA to use the entries for any purpose, including publication not only in the calendar, but also on the website, in newsletters, in promotional materials, or any other association related purpose. Farms will be given credit for the photographs when used.



**KELLY & SHAWN BROWN**

28281 JOHNSON LAKE RD | WEBSTER, WI 54893

612-245-2961

LONEOAKCATTLEANDCOLTS@GMAIL.COM



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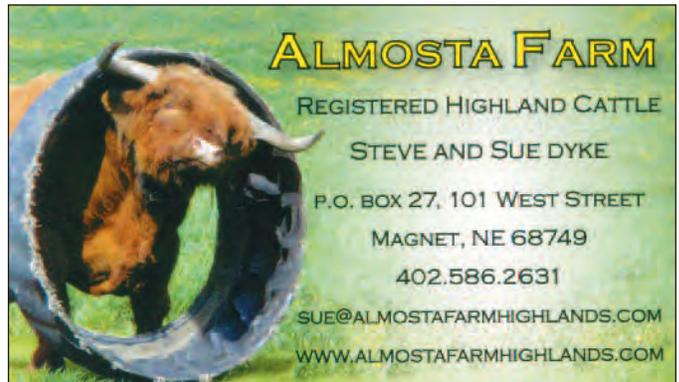


Mark & Jamie Schulz

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## FOUR T ACRES

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262-539-2725

greenearth.jean@gmail.com

www.fourtacres.com

The Larsons

David and Janet  
8968 Fishman Road  
Burlington, WI 53105  
262-539-3257

FTAcsres@yahoo.com

## LYNX RIVER REGISTERED HIGHLAND CATTLE

Dan & Mary Webster  
21904 County Hwy Z  
Cornell, WI. 54732  
715-239-6665

lynxrivercc@centurytel.net

# The Business of Highland Beef

By Josh Krenz, Windland Flats

Those who had the opportunity to attend the NCHCA Annual Meeting in February have heard my monologue on Highland Beef, and how farming is a business, regardless of how many animals you have. However, Highland breeders can fall victim to the cute, hairy, picturesque images of Highland cattle, and forget they were placed on this earth for a purpose; to be a healthy, lean, tender, flavorful protein experience. This experience is unique and warrants that Highland breeders derive the full value of their precious Highland cattle by implementing a business plan, measuring success and creating demand.

You may be thinking “But, we only have a hobby farm.” Yes, Highland cattle can be a great hobby. However, wouldn’t you like a hobby that provides sustainable food for your family and friends, while breaking even? If you answered, “yes,” then it is still a business. If you are running a non-profit and looking to freely feed the world by selling below your cost, then I’ve got a few charities we should talk about.

So, how do we look at our Highland farm as a business? First, we need to build a business plan. Why do we raise Highland cattle? How many do we want to have? How will we feed them? What’s the end result, beef, breeding stock, show animals, feeder cattle, finished beef or another market? Will I sell my beef to consumers, retail/grocery stores, restaurants, CSAs, Farmer Markets, auction barns, a value-added beef program, or other markets? Will I sell my replacement heifers and bulls as registered, grade, crossbred, beef-only, culls, show quality, or another route? Every farm’s plan will be different, but the key is that it needs to fit your operational goals.

The second step to a great plan is to measure your results. This can be as simple or as complex as you want to make it. Simple metrics, like tracking your total expenses for the year, which you should be doing to deduct or depreciate farm related expenses from your taxes. Tracking your total income can be another metric. Simply having a separate checking account, or a farm business account, can give you an annual income total. With these two metrics, at a macro level, you can at least look and see if you broke even for the year. This will also show if you are selling below your cost, spending too much, or all of the above.

You can then take additional steps to measure your fold by tracking herd metrics (% Breeding Success, % Calved, etc.) or individual metrics (Number of Calves, Age, Hanging Wt. REA,

etc). All of these metrics can be measured and tracked. After you accumulate this data, you can then start to make management decisions to impact your income, or cost.

Regardless of your business plan, you need to create demand for quality Highland beef. You are raising beef with several very marketable attributes, should you decide to market them this way. The Highland Cattle Foundation recently completed a multi-year study on the Highland beef experience. In the study, Highland beef tenderness averaged 3.46 (Warner-Braxler scale) vs. an industry average of 4-6 across standard breeds (lower scores are more tender). This means Highland Beef is extremely tender vs. other breeds. The study also showed the fatty acid profile is different for grass vs. corn fed Highland fed beef. All of these results will be posted on the ACHA website at [highlandcattleusa.com](http://highlandcattleusa.com).

In summary, Highland cattle can be a great beef breed. The value of our Highland cattle is always the commodity market plus whatever you add for additional value. Creating a business plan, measuring metrics and creating Highland demand will all help you reach the goals of your individual farm.



**Save  
the  
Date**

**2017 NCHCA  
CATTLE SHOW  
in Austin, MN  
September 30, 2017**

# 2017 Annual Meeting Minutes

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**Call to order at: 1:00 pm February 4, 2017. Proof of Quorum and introductions made**  
**Proof and notice of meeting via online/email made 11/29/16. Written notice provided in January Hoofbeat\***

## ■ Action of Minutes

- Copies of 2016 Annual Meeting minutes passed out
- Motion to Accept: Jean Gruenert, Motion 2nd: Mark Schulz
- Minutes approved as written

## ■ Officers Reports

- Secretary Report - Currently a total of 74 members
  - 14 Members Sponsored
- Treasurer Report-Billy Johnston read and reviewed Treasurer's Report
  - Current Account Balance as of Dec. 31, 2016 \$15,794.62
  - Current Junior Account Balance as of Dec. 31, 2016 \$2415.12
- Motion to Accept: Mark Schulz, Motion 2nd: Jean Gruenert
- Treasurer's report approved as read

### AHCA Director Report – David Larson

- University of Denver working with AHCA regarding parliamentary procedure
- National Convention – Aug 7,-9 in College Station in Texas
- 2016 Convention held in Leighton, Penn. saved AHCA \$6000.00 in convention expenses.
- AHCA Treasurers Report: came out \$8000 ahead of previous years balance mainly due to fewer convention expenses
- Show Committee working on several issues regarding implementing crossbred and sovereign classes at regional and national shows. Clipping issue has once again been raised and the national show committee is now working toward a solution for that.
- Marketing committee is currently working with results from Dr. Weigand's report from the
- University of Missouri on "shear force test" on highland beef cuts. They are trying to determine the next phase of study, and how to use the results in a marketing campaign for highland beef breeders to use. Watch for write up/report in the next issue of Bagpipe
- Next stage of study? Still deciding whether or not to do a steer study
- Mark solicited for donations to Highland Cattle Foundation and Semen Sale Donation
- AHCA now has Sovereign (Crossbred) animal registry implemented, amounting to approx. 7 animals currently. Look for rules in AHCA membership booklets and online at their website

## ■ Committee Reports

- **Show Committee** - Mark Schulz
  - NCHCA Regional Show in Austin, MN.
    - Total Revenue for 2016 Show \$6728.25
    - Total Expenses for 2016 Show \$6190.13
    - Current balance in the Show Account \$7481.60

- MN State Fair-Mark Schulz reported
- World Beef Expo- Ben Schmidtke reported
- **Junior Committee** - Paige Proctor NCHCAjr President and Brandon Volstad NCHCAjr Treasurer
  - Reported on activities. Balance in the junior account as of Dec. 31, 2016 \$2415.12
- **Website Committee** - Randi Johnson
  - Randi Johnson made a presentation regarding updating the website platform to a web builder @ \$144 p/year to accommodate merchandising, and ease of content editing. She suggested changes and updates to classified advertising recommending
    - 1) Free 90 day 50 words/1 photo for free to paid current NCHCA members.
    - 2) Adding options for a full page ad PIF 1 year at a \$10 discount
  - Would like to feature farms on the website with their own separate pages
  - Motion was made and unanimously passed to accept the proposed update and changes.
- **Hoofbeat Committee** - Josh reported
- **NCHCA Production Sale** - Heather Reported
  - June 24th, 2017 all information given out in a packet and posted online
    - Internet Auction-video and online
    - Bob Hageman auctioneer and clerking
    - Juniors will be handling lunch
    - Friday night social hour at sponsoring farm
    - Saturday night dinner at local restaurant
    - Deadline for consigning is April 24
    - Stressing good photos – 1st image buyers see
    - Reserves on animals are welcome. Pulling reserves NOT recommended
    - Hotel Reservations require mentioning the Highland Production Sale to received discounted rate
    - Prefer ready to breed HIGH quality bulls for the sale– trying to avoid a high number of bull sales.
    - Reiterated addendum to the packet handed out regarding consignors to obtain a breeding soundness exam for bulls
- **Wisconsin Cattleman's** - Roger reported
  - Tent at Farm Tech days. 10-12 different breeds live cattle
- **Committee Sign up recommended.** Larry Sassen wants to have a brief meeting on calendar dates with newly implemented calendar committee after dinner

## ■ Unfinished Business

### Picnics-Ben looking for volunteers

#### • Elections - AHCA Director Nominations

- 1) Heather Bailey-accepted nomination
- 2) Jaime Schulz-accepted nomination

- Ken Rose moved to close AHCA Director Nominations, Josh Krenz 2nd. Nominations closed and ballots cast.

#### Elected AHCA Director: Jaime Schulz

#### • NCHCA Director Nominations

- 1) Dan Webster-accepted nomination
- 2) Lara Taylor-accepted nomination
- 3) Ryan Weideman-accepted nomination
- 4) Jaime Schulz-accepted nomination

Cindy Weideman moved to close NCHCA Director Nominations, Heather Bailey 2nd. Nominations closed and ballots cast

#### • Elected NCHCA Directors

**Ryan Weideman - 2/2017 – 2/2019**

**Lara Taylor – 2/2017 – 2/2019**

#### • NCHCA Vice Pres Nominations

- 1) Randi Johnson-accepted nomination

Ken Rose moved to close NCHCA V.P. Nominations and cast a unanimous ballot, Josh Krenz 2nd. Unanimous ballot cast

#### NCHCA V.P. Randi Johnson

#### • NCHCA Director Nomination 1 year term, vacated by Randi Johnson

- 1) Kerie Olson-accepted nomination
- 2) Lori Engen-accepted nomination

Josh Krenz moved to close nominations for NCHCA Director 1 year term, vacated by Randi Johnson, Heather Bailey 2nd.

#### - Elected NCHCA Director 1 year Term:

**Lori Engen – 2/2017 – 2/2018**

#### • NCHCA President Nominations

- One nomination and unanimous ballot cast

**Larry Sassen NCHCA President**

## ■ New Business

**By-law Changes** - Jan Larson moved to change by-laws as written, 2nd by Billy Johnston

#### • Article 5, Meeting of Directors, Section 4

*“Committees. The Board of Directors may establish committees as it sees fit. The President shall appoint a director as chairman of each committee. Said director shall report to the Board with respect to the subject matters of his or her committee.”*

To

*“Committees. The Board of Directors may establish committees as it sees fit. The committee members shall designate a chairman of each committee. Said chairman shall report to the Board with respect to the subject matters of his or her committee.”*

- Motion approved as unanimous

- **MJSC sponsorship** - Mark Schulz moved for NCHCA to sponsor \$300 to MJSC (Minnesota Junior Spring Classic)
  - Anne Proctor 2nd
  - Discussion
  - Motion approved regardless of Date

#### Wisconsin Cattlemen Assoc. Dues

- Roger Weideman moved to have NCHCA pay \$100 to Wisconsin Cattlemen for association dues. Jean Gruenert 2nd
- Motion approved unanimous

#### Farm Technology Days

- Roger Weideman moved to donate to Farm Tech Days the amount \$320. Jean Gruenert 2nd
- Motion approved unanimous

#### World Beef Display

- Ben Schmidtke moved to Fund NCHCA Display table at World Beef Expo equivalent to 2017 cost. Jean Gruenert 2nd
- Motion approved unanimous

#### • Calendar Discussion:

- Dan W suggested making 13 mo.
- Calendar to have junior show pictures on back/bottom three spots of last page
- Larry Sassen suggested making 15 mo. calendar to overlap first month or two of following year to cover early events in that year
- Billy Johnston suggested looking at expenses/income prior to extending calendar monthly pages
- 19 advertising spots available on upcoming 2018 calendar
- Motion made by Cindy W to leave discussion up to new calendar committee. 2nd by Ken Rose
- Motion approved unanimous

#### NCHCA Show

- Mark Schulz asked if anyone else would like to run it. No volunteers.
- Anne Proctor moved to continue show in Austin with Mark S. in charge. Jean Gruenert 2nd
  - Motion Passed unanimously. Mark Schulz agreed to chair for another year
- NCHCA Show will be Sept 30th 2017
- NWSS, Denver Colorado
  - Heather Bailey reported on Denver Sale
    - Sold 26 lots total
    - Heifers averaged \$4122.72.
    - High selling Heifer \$8000.00
    - Bulls sale \$33,800.00
    - Bulls averaged \$4225.00
    - High Selling Bull \$10,500.00
  - Cindy Sassen Moved to adjourn meeting and Ben Schmidtke 2nd
  - Meeting adjourned at 5:02 pm, Feb. 4, 2017

Respectfully Submitted, Jan Larson NCHCA Secretary

# Highland Production Sale



*presented by*

North Central  
**Highland  
Cattle**   
ASSOCIATION

**Saturday,  
June 24, 2017**

*Hosted by Four T Acres  
8968 Fishman Road  
Burlington, WI  
1-262-539-3257*

- Selling Quality Registered & Unregistered Highland Heifers, Bred Females, Cow/Calf Pairs and more
- Cattle from all over the USA, including long-standing, recognized farms and genetics built to produce quality beef for every type of operation
- Bid in person or online
- Trucking can be arranged before sale day across the USA
- See all the cattle lots and more information at [HighlandSale.org](http://HighlandSale.org)

**HighlandSale.org**

# Highland Production Sale presented by NCHCA

The deadline to consign cattle for the June 24 Highland Production Sale presented by NCHCA is **April 24**. Consign early as the lots are limited to the first 40 entries. Consign today at [HighlandSale.org](http://HighlandSale.org)

- The Premier Event of the Summer for Buying or Selling Highland Cattle
- Several quality, outstanding herd sires and prospects have already been consigned by well-known farms like Schön Boden, Gray Owl, Creachann Gleann, Four T Acres, Cobblestone Farm, Windland Flats and more.
- Multiple female lots have already been consigned to the sale from show herd, closed folds, unique genetics and outcross pedigrees
- Sovereign cattle, embryos and semen will also sell.
- Potential buyers from across the country have and will continue to receive advertising information about the sale, including The Bagpipe, The Hoofbeat, American Livestock Magazine, Agri-View, Facebook and HighlandSale.org.
- Online bidding will allow Highland breeders from across the country to bid on cattle
- Consign early to have your farm listed on Facebook, HighlandSale.org and other marketing communication pieces.
- You can help promote the sale in your area (feed stores, newspapers, etc). Download the sale promotional poster on HighlandSale.org and print it off to give to local ag stores and media.

**Like our Sale page by searching Highland Production Sale by NCHCA on Facebook.**

The event starts at 1:00 p.m. on June 24 at Four T Acres in Burlington, WI.  
Full sale details and driving directions can be found on our website, [HighlandSale.org](http://HighlandSale.org).



## Classified / Want Ads

Ads from members may be submitted for a dime a word or \$5.00 for a business card per issue. Remember it does not have to be just cattle. It can be head gates, corral panels or any other equipment you wish to sell or purchase.

**For Advertising Send ads to:** [dalriada@comcast.net](mailto:dalriada@comcast.net)

**Checks payable to:** NCHCA

**Send to:** Billy Johnston  
2353 105th St E  
Inver Grove Heights, MN 55077

### WANTED

Grass-Fed, 100% Highland Steers and Heifers for Butcher. 900-1100 lbs. Contact Windland Flats, 763-260-1001 or [info@windlandflats.com](mailto:info@windlandflats.com)

## July Hoofbeat Newsletter

The deadline for our next issue will be  
**June 15, 2017.**

Please submit all articles and photos using the contact information below.

**Preferred formats are:** Articles – Microsoft Word, Photos/images – PDF format, Tables/graphs – Microsoft Excel. We need original electronic artwork.

**TJ Associates Attn: Dan Stewart**  
6441-140th Court NW | Ramsey, MN 55303  
T 763-323-8717 | F 763-323-8704  
[dans@tjassociates.net](mailto:dans@tjassociates.net)

Please call if you have any questions.  
Hoofbeat articles can be submitted from now up until the deadline date.



6441-140th Court NW  
 Ramsey, MN 55303

The North Central Highland Cattle Association (NCHCA) was formed in 1982 to promote Scottish Highland Cattle, form a marketing unit for breeders, and to provide a local organization closer to home. The organization has done this and provides opportunities for youth and families to have fun with their Highland cattle. Our association provides networking and educational opportunities for its members, has an active junior program for youth, and provides a local voice to the national organization, the American Highland Cattle Association.

## NCHCA Upcoming Events 2017

- June**  
 24th Highland Production Sale  
 June 24, 2017  
 Burlington, WI



- July**  
 7-9th Advanced Cow Training Camp  
 Windemere Farm  
 Junction City, WI



- 11-13th Kewaunee County Farm Technology Days  
 Algoma, WI



- August**  
 3-13th  
 Wisconsin State Fair  
 West Allis, WI



- 24th-Sept 4th  
 Minnesota State Fair Moo Booth  
 St. Paul, MN



- September**  
 22-24th  
 World Beef Expo  
 Burnett, WI
- 30th NCHCA Regional Highland Cattle Show  
 Austin, MN

